From: Anthony K. Galanis
To: Microsoft ATR
Date: 12/17/01 2:48pm
Subject: Microsoft Antitrust

To Whom It May Concern:

I would like to submit my opinion on the Microsoft antitrust case during the 60-Day public feedback phase.

This case in no way represents the best interests of the consumer. This case is all about Microsoft's competition. You cannot compare the computer software industry to anything else that has existed before. It does not work the same way. Things that used to take years in other markets can take days in this market. Innovation and improvements are based on an iterative standard. The consumer has chosen their standard and it is Windows. Millions and millions of people appreciate and choose Microsoft's software and they want to be able to reap the benefits of having a standard. There is much more software available to solve almost any problem. Have you tried to find a program for the Amiga, Linux or even Macintosh. It is difficult because not many developers make programs for them because they can't make money. From an economic standpoint, there are more benefits from having one dominant OS. As a consumer I have many, many more choices because I do have Windows. For my other OS's my choices are very, very limited.

When a new technology come around, the best of breed is usually purchased by Microsoft (the original development company wins) and then that product is integrated into Windows (which then benefits millions upon millions of other users who otherwise would never have been exposed to that technology). If a better solution exists that is not Microsoft's, people can still go out and buy that if they choose. Microsoft's not stopping that.

Here is a good example. Take the backup utility and the disk defragmentor. Both would be considered middleware. Both serve the purpose for millions of users. Those users don't have to go out and purchase a \$49.99 backup program and a \$49.99 disk defragmentor program, which of course would not benefit them at all. Yet other backup programs and disk defragmentor programs are flourishing in today's market. They add additional abilities that Microsoft's 'middleware' does not, so they succeed. You don't see any plain backup or defragmentor programs out there because everyone with Windows already has one. This drives innovation because it forces manufactures to improve upon the 'standard' to succeed. It has worked very well in the past. Look at all of the amazing things that a consumer can get for less that \$200.

The hot issues are of course IE and Media Player. If these products we

not the best, they would not succeed. If Microsoft was not constantly improving them or not following standards, they would end up like the backup or defragmentor programs, still included for out of the box functionality.

But if the States have there way, all middleware would be striped from Windows, forcing consumers to once again purchase every little thing. It is very obvious what the benefit is to Microsoft's competition but what exactly is the benefit to consumers?

I do not think it is any coincidence that all of the states remaining in the antitrust case represent Microsoft's biggest competitors. Where are the consumers that are supposed to be complaining that the states so vehemently claim to be protecting?

Do I think Microsoft is perfect? No. Did it pull some shady deals with PC manufactures? Probably. So fine them for that and make it illegal for deals like that to be made again. But wait, isn't that what AOL is trying to do right now? If Microsoft can't make exclusive deals, then nobody else should be able to either.

The World and humanity itself benefits from having a 'standard' operating system. The Internet is where it is today in no small part to the integration of IE with Windows. The digital music and video will experience similar benefits from Media Player. All consumers will win. Only the competition that does not have a compelling product will lose.

One last note on Java. Sun refuses to submit Java to a standards body leaving it as a proprietary programming language. This is very much unlike Microsoft's C#, .Net, XML and DHTML initiatives. Microsoft should in no way be required to integrate Sun's Java virtual machine (VM) into Windows. I used to program in Java and very much appreciated Microsoft's extensions to the language. It made programming for the Windows environment much, much easier. But Sun did not own those extensions so the sued Microsoft. Now the want their VM included. Give me a break. They had it made and they bit their own leg off. Too bad for them.

Please don't take away my benefits because a lot of very rich, jealous competitors did not succeed.

Thanks you for your time,

Anthony K. Galanis CTO qBill, Inc.

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